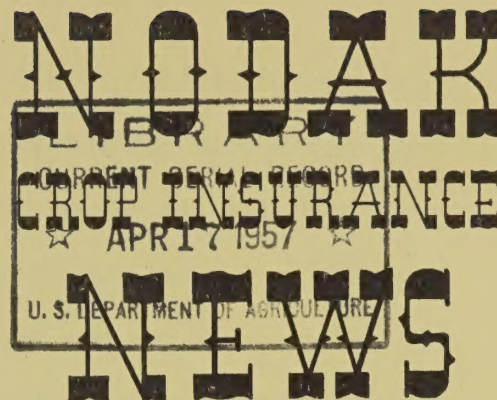




FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1955 Edition - No. 6

March 9, 1955

S A L E S

March is almost one third gone but crop insurance sales aren't showing much of an increase. I know side roads have been bad in many places the past several weeks. However, they should be better soon due to the fine weather we are now enjoying. Contacts must be made by all agents and made soon or we will make a poor showing on sales for 1955. A few counties are doing fine. Why aren't more doing so? Sit back and take a look at your self to see what the trouble is. Surely by now we all know farmers will not take Crop Insurance applications away from us. We must sell every policy we get. Ads, letters, radio or T.V. can not do it alone. Those are all good efforts but unless followed up by personal contacts, sales will not be made. Any or all money you spend for publicity then is just wasted funds. Not very business like is it?

Due to the bad weather and roads since the middle of February, I am pleased to announce that our Washington Office has concurred with our contentions not to close our sales period before March 31, the regular closing date. This, however, only leaves you three weeks in which to contact your farmers which isn't very long. Weather now is very good. March is generally known as a month that goes out like a lion if it is nice early in the month.

Just take a look at the attached county list of sales and you will see that most of you are as contented as a lamb instead of roaring like a lion and beating the bushes for sales. What excuse can you give your farmers if sales were stopped in all counties of our state for 1956 as was done in 16 of our counties this year. Just ask any agent who is unable to sell insurance in these counties what trouble it is causing him. It's strictly up to you men to see that every farmer in your county understands Crop Insurance and that he gets this information by March 31 this year. Next year may be too late. It sure will if he suffers a loss. We mailed each of you material this week that you should get in your papers or from which you can send out some good letters. Use it all. We all know, "TIME AND TIDE WAITS FOR NO MAN." Time for action is now.

A P P L I C A T I O N S

In reviewing applications that have been received we find that all are not numbered properly. Refer to Agents Release number 15 dated August 20, 1954. This release tells you exactly how applications should be numbered. If you need more help check with your Supervisor. Applications should be submitted as received. Be sure that each application gets a policy with the proper riders attached.

A C R E A G E R E P O R T S

Have you ordered your supply? It won't be long before we will be getting reports from our insureds. Start studying the procedures so that you can discuss any problems with your Supervisor. We must do a better job than we did last year on this phase of our work

L I S T O F A G E N T S

Check the attached list and advise us of any corrections in address or telephone numbers.

1955 APPLICATIONS RECEIVED
(As of March 9, 1955)

COUNTY	WHEAT	FLAX	MULTIPLE
ADAMS	14		
BARNES			52
BENSON	7	48	
BILLINGS	2		
BOTTINEAU	3	10	
BOWMAN	38		
BURKE	3		
BURLEIGH	3		
CASS	33	21	
CAVALIER	24		
DICKEY			50
DIVIDE	9		
DUNN	--		
EDDY	4	5	
EMMONS	4		
FOSTER	2	3	
GOLDEN VALLEY	2		
GRAND FORKS			8
GRANT	4		
GRIGGS	--		
HETTINGER	17		
KIDDER	11		
LAMOURE			34
LOGAN	6		
MC HENRY	--		
MC INTOSH	--		
MC KENZIE	--		
MC LEAN	43	54	
MERCER	3		
MORTON	7		
MOUNTRAIL	33		
NELSON	4	4	
OLIVER	4		
PEMBINA	30	8	
PIERCE			6
RAMSEY	20	14	
RANSOM			58
RENVILLE	6		
RICHLAND			27
ROLETTE	17		
SARGENT			9
SHERIDAN	9		
SIOUX	1		
SLOPE	3		
STARK	9		
STEELE			9
STUTSMAN	68	93	
TOWNER	72		
TRAILL	10	12	
WALSH	33	45	
WARD	14	13	
WELLS	9		
WILLIAMS	44		
TOTALS	625	330	253

March 9, 1955

NORTH DAKOTA COUNTY FCIC AGENTS

<u>TELEPHONE</u> <u>No.</u>	<u>COUNTY</u>	<u>NAME</u>	<u>ADDRESS</u>
- - - -	Adams	Ira Landis	Box 215, Mott
858	Barnes	Floyd Brudevold	Box 450, Valley City
4571	Benson	N. J. Leier	Minnewaukan
- - - -	Billings	Nick F. Wehner	Box 832, Dickinson
331	Bottineau	Ole Thompson	Bottineau
- - - -	Bowman	Raymond J. Fischer	Rhame
- - - -	Burke	Enoch Christensen	Flaxton
772	Burleigh	Emil Hilken	Box 1200, Bismarck
20477	Cass	H. C. Fulton	1213½ N. P. Ave. Fargo
3	Cavalier	N. J. Crockett	Langdon
DU-25351	Dickey	Walter E. Scott	Box 673, Ellendale
371	Divide	Owen C. Lansverk	Crosby
7521	Dunn	Theodore Carlson	Dunn Center
- - - -	Eddy	George H. Dunham	New Rockford
- - - -	Emmons	Emil G. Hilken	Box 1200, Bismarck
- - - -	Foster	A. R. Suckut	Carrington
- - - -	Golden Valley	Gerard Muggli	Beach
45151	Grand Forks	N. J. Lian	Box 930, Grand Forks
7341	Grant	Fred Seibel	Elgin
4674	Griggs	Wm. Skjolden	Cooperstown
3501	Hettinger	Ira Landis	Box 215, Mott
4691	Kidder	Otto Wolpert	Steele
5101	LaMoure	James M. King	LaMoure
7251	Logan	Martin Schwartzenger	Napoleon
- - - -	McHenry	John J. Bauer	Garrison
4421	McIntosh	William Baumann	Ashley
6291	McKenzie	Herbert A. Hanna	Watford City
4651	McLean	John J. Bauer	Garrison
22841	Mercer	Ralph M. Neuberger	Beulah
2588	Morton	Mrs. Esther J. Lang	101 - East Main, Mandan
172	Mountrail	H. J. Steffen	Stanley
412	Nelson	Nelson H. Elvick	Lakota
- - - -	Oliver	Robert T. Baye	Center
32821	Pembina	Orville R. Cummings	Cavalier
107-J	Pierce	Pam Cruden	Rugby
1410	Ramsey	Austin B. Coe	Box 708, Devils Lake
- - - -	Ransom	James M. King	LaMoure
2141	Renville	R. G. McDonald	Mohall
23031	Richland	H. C. Fulton	Box 606, Wahpeton
454	Rolette	Vernon Disrud	Rolla
2361	Sargent	Rudolph A. Anderson	Rutland
4731	Sheridan	Sam Schindler	McClusky
2653	Sioux	Fred Seibel	Elgin
5761	Slope	Mathias J. Botheim	New England
2931	Stark	Nick F. Wehner	Box 832, Dickinson
4931	Steele	Carl O. Rud	Box C, Finley
1088	Stutsman	J. W. Miller	Box 430, Jamestown
6751	Towner	Joseph Anderson	Box 807, Cando
63361	Traill	Otto Frankfurth	Hillsboro
22871	Walsh	J. C. Machart	Box 758, Park River
48112	Ward	George A. Opland	15 - 1st St. N.E., Minot
7621	Wells	Otto Broeder	Box 338, Fessenden
22210	Williams	Arthur P. Jorgensen	Box 216, Williston

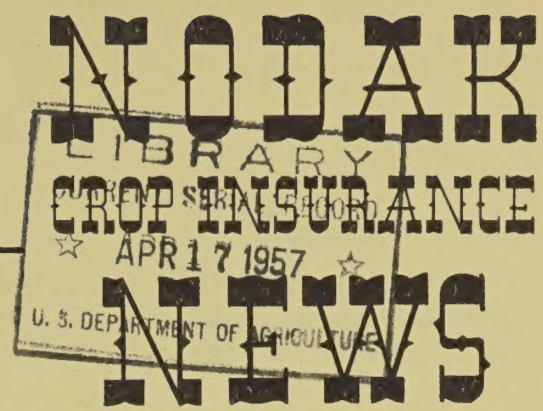
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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1955 Edition - No. 7

March 18, 1955

***** S A L E S *****

The end of the 1955 sales campaign is nearly here. We have less than two weeks in which to sell. Have you been out in the field making the personal contacts that are necessary for successful sales results? When March 31 comes will you be able to say that you did everything possible to inform the farmers in your county of the protection that a crop insurance policy offers?

We have heard that rust is very bad again this year in the South. Probably worse than last year. Grasshoppers are also showing up in large numbers. Drought is another hazard and we are sure that all of you read about the dust storms in Colorado and other States in recent weeks. We don't know what the future holds for our North Dakota farmers but we do know that we have a program that will help them protect their investment in their crops if something should happen to it. It's up to all of us to see that every eligible farmer knows what we have to offer by March 31, 1955. Let's make the remaining days of this year's selling period really count. The quota we gave you was the minimum. We expect you to exceed it.

***** T H E L E A D E R S *****

WHEAT

1. Jack Miller (82)
2. Joe Anderson (72)
3. Art Jorgensen (61)

FLAX

1. Jack Miller (107)
2. John Bauer (62)
3. Ned Leier (55)

MULTIPLE

1. Jim King (63)
2. Floyd Brudevold (60)
3. Walt Scott (54)

***** S A L E S A I D S *****

The film "The Big Gamble" will be shown on KXJB - Valley City on Sunday, March 20 at 5:00 p.m.

Have you thought of contacting the local agents for absentee landlords? Sometimes one man looks after land for several different persons. Talk to him. Maybe he doesn't have the authority to sign an application but his recommendation will go a long way with the person he represents.

***** C O L L E C T I O N S *****

Be sure that all money is submitted promptly and that we are advised of ACP deductions. Remember that any insured with a contract in force will be automatically cancelled if he owes the Corporation on March 31.

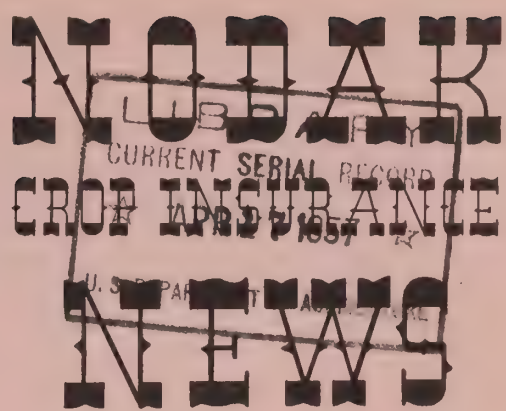


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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

1955 Edition - No. 8

April 19, 1955

S A L E S

We certainly didn't set any records for new applications for 1955. All of us should take a look at what we did and what we didn't do, so that we can profit by our mistakes before next year's selling campaign gets underway. We can, of course, take applications for next year right now provided we get an FCI-2 signed along with the application as outlined in the procedure. However, no selling should start in the 16 durum area counties until we know that sales will be permitted for 1956.

T H E L E A D E R S

<u>WHEAT</u>	<u>FLAX</u>	<u>MULTIPLE</u>
1. Jack Miller (152)	1. Jack Miller (178)	1. Jim King (86)
2. John Bauer (116)	2. John Bauer (105)	2. Hub Fulton (76)
3. Art Jorgensen (113)	3. Joe Machart (84)	3. Floyd Brudevold (72)

Our special congratulations go to Joe Anderson with 73 applications in a county that couldn't sell since November.

Bowman, Billings and Sioux counties were below the minimum requirements. Agents in these counties had to put forth special efforts to keep these counties qualified and in the program for 1955. They did this and as a result we continue to have a program in operation in every county in North Dakota.

1911
1912
1913

Our congratulations to agents Fischer, Wehner, and Seibel, to the Supervisors, and the sub-agents that worked in these counties.

In Foster county we were below the minimum requirements for flax. Adjuster Ruddy Lake helped to put this county over the top and as a result the flax sales goal was exceeded.

Counties that were permitted to sell throughout the sales period had goals established.

The following agents exceeded their goals:

1. Ira Landis (Adams County)
2. Ray Fischer (Bowman County)
3. John Bauer (McLean County)
4. H. J. Steffen (Mountrail County)
5. A. R. Suckut (Foster County, Flax)
6. Jack Miller (Stutsman County, Wheat & Flax)
7. Art Jorgensen (Williams County)

"OUR CONGRATULATIONS TO YOU SEVEN MEN FOR A JOB WELL DONE"

S U M M A R Y O F B U S I N E S S

We are attaching a summary of our business as of April 13, 1955.

Some of the applications which have been received will be rejected so that our final in force totals will be somewhat less. Study this summary carefully from the standpoint of cancellations and sales and then ask yourself "Did I do everything possible to prevent cancellations? and "Did I do every thing possible to get new business for 1955?" What is your answer?

A C R E A G E R E P O R T S

With good weather, seeding is progressing rapidly and many farmers are done or will be soon with their wheat. Every agent should be ready to accept acreage reports right now. Are you ready to go? We have suggested that you get the forms and prepare the headings many times. Be sure to attend the acreage report meeting scheduled by your Supervisor.

Your order for Forms FCI-3-N. Dak. should be submitted as soon as possible.

SUMMARY OF BUSINESS (WHEAT)
(As of April 13, 1955)

COUNTY	1954 Contracts In Force	Cancelled For 1955	Carryover to 1955	Reported 1955 Sales	Estimated 1955 Contracts in Force
ADAMS	191	51	140	82	222
BENSON	735	99	636	7	643
BILLINGS	60	23	37	39	76
BOTTINEAU	1475	82	1393	5	1398
BOWMAN	78	25	53	72	125
BURKE	350	75	275	14	289
BURLEIGH	463	71	392	35	427
CASS	1525	395	1130	62	1192
CAVALIER	1294	262	1032	25	1057
DIVIDE	157	18	139	18	157
DUNN	257	75	182	39	221
EDDY	351	57	294	3	297
EMMONS	343	163	180	14	194
FOSTER	329	52	277	5	282
GOLDEN VALLEY	185	45	140	2	142
GRANT	233	63	170	19	189
GRIGGS	376	76	300	0	300
HETTINGER	413	99	314	45	359
KIDDER	511	126	385	33	418
LOGAN	571	218	353	19	372
MC HENRY	475	82	393	2	395
MC INTOSH	575	126	449	43	492
MC KENZIE	473	176	297	16	313
MC LEAN	1102	199	903	116	1019
MERCER	576	163	413	22	435
MORTON	652	164	488	38	526
MOUNTRAIL	418	71	347	80	427
NELSON	506	43	463	4	467
OLIVER	179	53	126	20	146
PEMBINA	878	163	715	37	752
RAMSEY	955	50	905	26	931
RENVILLE	425	94	331	25	356
ROLETTE	606	39	567	24	591
SHERIDAN	868	258	610	37	647
SIOUX	68	16	52	16	68
SLOPE	189	61	128	11	139
STARK	342	93	249	34	283
STUTSMAN	1812	208	1604	152	1756
TOWNER	688	29	659	73	732
TRAILL	996	62	934	20	954
WALSH	1330	215	1115	35	1150
WARD	1108	194	914	48	962
WELLS	708	103	605	5	610
WILLIAMS	893	97	796	113	909
TOTALS	26,719	4,834	21,885	1,535	23,420

SUMMARY OF BUSINESS (FLAX)
(As of April 13, 1955)

COUNTY	1954 Contracts In Force	Cancelled For 1955	Carryover to 1955	Reported 1955 Sales	Estimated 1955 Contracts in Force
BENSON	215	47	168	76	244
BOTTINEAU	200	59	141	29	170
CASS	1201	345	856	49	905
EDDY	211	64	147	12	159
FOSTER	73	16	57	43	100
MC LEAN	467	147	320	105	425
NELSON	127	25	102	44	146
PEMBINA	346	76	270	9	279
RAMSEY	161	13	148	42	190
STUTSMAN	1293	196	1097	178	1275
TRAILL	768	63	705	15	720
WALSH	1161	170	991	84	1075
WARD	508	106	402	59	461
TOTALS	6,731	1,327	5,404	745	6,149

SUMMARY OF BUSINESS (MULTIPLE)
(As of April 13, 1955)

COUNTY	1954 Contracts In Force	Cancelled For 1955	Carryover to 1955	Reported 1955 Sales	Estimated 1955 Contracts in Force
BARNES	2029	181	1848	72	1920
DICKEY	1205	257	948	66	1014
GRAND FORKS	1525	174	1351	9	1360
LAMOURE	1467	269	1198	62	1260
PIERCE	919	92	827	12	839
RANSOM	1127	262	865	86	951
RICHLAND	1651	274	1377	76	1453
SARGENT	979	302	677	31	708
STEELE	992	90	902	9	911
TOTALS	11,894	1,901	9,993	423	10,416

SUMMARY OF BUSINESS (ALL PROGRAMS)
(As of April 13, 1955)

PROGRAM	1954 Contracts In Force	Cancelled For 1955	Carryover to 1955	Reported 1955 Sales	Estimated 1955 Contracts in Force
WHEAT	26,719	4,834	21,885	1,535	23,420
FLAX	6,731	1,327	5,404	745	6,149
MULTIPLE	11,894	1,901	9,993	423	10,416
STATE TOTALS	45,344	8,062	37,282	2,703	39,985

